CONVERSION FACTORS FOR ROASTED, DECAFFEINATED, LIQUID AND SOLUBLE COFFEE
TO BE USED UNDER THE 2007 AGREEMENT

Roasted coffee
To convert roasted coffee into green bean equivalent, multiply the net weight of roasted coffee by 1.19.

Decaffeinated coffee
To convert green decaffeinated coffee into green bean equivalent, multiply the net weight of the green decaffeinated coffee by 1.05. To convert decaffeinated roasted and decaffeinated soluble coffee into green bean equivalent, multiply their net weight by 1.25 or 2.73, respectively.

Liquid coffee
To convert liquid coffee into green bean equivalent, multiply the net weight of the dried coffee solids contained in the liquid coffee by 2.6.

Soluble coffee
To convert soluble coffee into green bean equivalent, multiply the net weight of the soluble coffee by 2.6.